



7th Annual Conference on

OFC NETWORKS IN INDIA

New Growth Drivers, Demand Insights and Key Challenges

June 19-20, 2018, Shangri-La's Eros Hotel, New Delhi

Organisers:



Co-Sponsors*:



*Lead and Co-sponsorship slots available

OFC NETWORKS IN INDIA

Mission

- A continuous upsurge in data services has created significant demand for optic fibre cable (OFC) networks, both on the last mile and backhaul fronts. As the telecom sector moves towards 5G technology and the government works towards the realisation of the Digital India, Smart Cities and BharatNet targets, the OFC industry is set to witness much higher demand.
- BharatNet Phase I, which was completed in December 2017, alone involved the laying of over 250,000 km of OFC. Phase II, which is scheduled to be completed by March 2019, will see another 400,000 km of OFC being installed.
- The Smart Cities Mission will also generate significant opportunities for the industry as OFC is fundamental to enabling services such as Wi-Fi, video surveillance and security, smart lighting, smart parking and smart traffic management.
- On the industry side, OFC will be essential to meet the growing backhaul requirements for 4G and 5G services, to support high-bandwidth services such as video-on-demand through FTTH networks and to cater to the increasing need for Wi-Fi infrastructure.
- Fiberisation of networks will also be crucial to support services such as virtual reality, IoT and artificial intelligence.
- Telecom operators have already increased their capex guidance for strengthening their OFC networks. The growing digitisation of cable TV networks will further add to OFC demand by multiple-system operators.
- Besides, sectors such as power, railways, defence, and oil and gas are contributing to the OFC demand. Indian Railways' Wi-Fi programme and Power Grid Corporation of India Limited and GAIL's connectivity requirements are driving demand for OFC in these sectors.
- While both the telecom sector and the OFC industry are eyeing this space for greater revenue opportunities, several policy and regulatory bottlenecks related to fibre network roll-outs need to be resolved. The primary issue pertains to right of way (RoW), for which the government has already released a set of guidelines. However, the same needs to be implemented strictly across states. A number of municipalities still continue to levy exorbitant RoW charges.
- The mission of this conference is to assess the demand for OFC in India, study the key growth drivers, discuss potential applications of OFC, highlight key government and private sector initiatives, and showcase the latest innovations and most promising technologies.

Target Audience

- The conference is targeted at top and middle-level managers from:
 - Telecom operators
 - Relevant railway organisations
 - Relevant power sector organisations
 - Telecom equipment manufacturers
 - Telecom infrastructure providers
 - Financial institutions and other investors
 - Civil contractors
 - Other solution/service providers
 - Relevant government agencies (telecom/IT)
 - OFC manufacturers
 - Industry consultants
 - E-governance implementing agencies
 - Rural development agencies
 - Technology providers
 - Etc.

Previous Participants

The participants at our previous conferences on "OFC Networks in India" included: AEGCL, 3G Telecom Infra, ACE Enterprises, Adani Ports and SEZ, Advisory @TVR, Aircel, Airtel, Aksh Optifibre, Alcatel-Lucent, Amaraja Batteries, Amphenol FCI India, Analysys Mason, Anritsu India, APAR Industries, Apollo Global Management, Apollo Techno Equipments, Ardor Telecom, Arkema, ATC Telecom Tower, AUMGlobe Impex, Bell Teleservices, Bharat Broadband Network, Bharti Infratel, Birla Ericsson Optical, Birla Furukawa, Bombay Gas, Broadband India Forum, BSNL, Cahors, Capital Partner LLC, C-DOT, CESC, Citicom Networks, Corning Technologies, CREDIT SUISSE Securities, CSPDCL, Cyient, Deepti Marketing Services, Delta Power Solutions India Pvt Ltd., Department of IT (Andhra Pradesh), Department of IT (Delhi), Department of IT (Government of Haryana), Department of IT (Govt. of Telangana), Dishnet Wireless (Aircel), DSM, DuPont, Dura-Line, E&Y, Electronic Industry Development Corporation Limited, Emerson Network Power, Ericsson, Ernst & Young LLP, Essential Energy, Ester Industries, Evonik, Execl Telesonic, EXFO, FCI OEN Connectors, Finisar Malaysia SDN BHD, Finolex Cables, FITEC LLC, Frost & Sullivan, Fujikura, GAIL, Hathway, Herkula, Himachal Futuristic Communications, Huawei, Huber+Suhner, ICICI, Idea Cellular, IISintech Trading, Indore Composite, Indore Gel, Indus Towers, INNO Instrument, ITCO Industries, ITI Limited, Jain Irrigation Systems, JDSU, Jiangsu Zhongtian Technology, KEC International, Kotkar Energy Dynamics, KPMG, L&T, Livingston, LS Cable, LYNX, MACOM Technology Solutions, Mahindra & Mahindra, Mahindra & Mahindra, Maillefer Extrusion, MAS Infratech, Milliken Chemical and Textile, Ministry of Communications & IT, Ministry of Defence, Money Advisory Services, Mukand Systems & Networking, NetHawk Solutions, NIC, Nivox Technologies, OFS, Om Optel, Owens Corning, Paramount Wires & Cables, Photonic Networks, Polycab, POSOCO, Power Grid, Pranav Enterprise, Preston, Qualcomm, Radiall, Radius Infratel, Railtel, Raychem RPG, Reliance Industries Limited, Reliance Jio, Rites, Rosenberger, Rosewood Projects, RPG Cables, SBI, SBI Capital Markets, SEI Trading, Sify Technologies, Sigma-Byte Computer, Simco Materials, Sistema Shyam Teleservices, Sneham International, Spectra ISP, SPML Infra, Sterlite Technologies, Sudarshan Telecom, Supreme & Co, Svam Infratel, Tarantula.net, Tata Communications, Tata Teleservices, TCA Infra, TE Connectivity, Tecnica Associates, Teijin Aramid, Tellabs, The Mining & Engineering Corporation, Tirumala Seven Hills, Touchtone, Tyco Electronics, UL, Uniflex Cables, Veekay Plast, Videocon Telecommunication, Vindhya Telelinks, Viom Networks, Virgo Consultants & Marketing, Vodafone India, WEBEL, WIN Broadband, YOFC, etc.

AGENDA/STRUCTURE

KEY TRENDS AND MARKET OUTLOOK

- ❖ What are the key trends and developments in the OFC industry in India?
- ❖ What are the growth drivers and challenges? What are the emerging business models?
- ❖ What is the future outlook?

BHARATNET: LESSONS FROM PHASE I AND STRATEGY FOR PHASE II

- ❖ What has been the implementation experience of Phase I?
- ❖ What is the strategy for implementing Phase II? What are the targets and timelines?
- ❖ What will be the role of various stakeholders in Phase II?

ROW POLICY - PROGRESS SO FAR

- ❖ What progress has been made in the implementation of the new RoW rules?
- ❖ What are the key challenges?
- ❖ What is the way forward?

OPERATOR PERSPECTIVE

- ❖ How is the ongoing industry consolidation impacting OFC demand?
- ❖ What is the demand for fibre and what is the current level of investments?
- ❖ What are the expectations from OFC suppliers?

OFC IN THE LAST MILE

- ❖ What is the current status of last mile OFC deployments? What are the key drivers?
- ❖ What are the key deployment models?
- ❖ What are the key challenges and outlook?

APPLICATIONS ON OFC

- ❖ What are the emerging applications on OFC networks?
- ❖ What steps are being taken to increase content generation?
- ❖ How will consumption patterns change going forward?

PREPARING FOR 5G

- ❖ What role will OFC play in preparing for a 5G ecosystem?
- ❖ What are the potential use cases?
- ❖ What are the challenges? What is the outlook?

ROLE OF OFC IN SMART CITIES

- ❖ What are the OFC needs and requirements under the Smart Cities Mission?
- ❖ What is the progress and what level of investment is likely to be directed towards OFC?
- ❖ What are the key challenges in OFC deployment for such projects?

FIBERISATION OF TOWERS - TOWER INDUSTRY'S PERSPECTIVE

- ❖ What is the need to fiberise telecom towers? What is the progress on this front?
- ❖ How is the tower industry gearing up to fiberise its sites?
- ❖ What are the key challenges and opportunities?

CONSUMER PERSPECTIVE

Defence

- ❖ What is the current size of the OFC network in the Indian defence sector?
- ❖ What is the status of OFC network development projects in the sector?
- ❖ What is the update on the NFS project? What are the key issues and challenges?

Power

- ❖ What is the current status of the OFC network in the power sector?
- ❖ What is the OFC network development and expansion plan of the key players?
- ❖ What are the key issues and challenges?

Oil and Gas

- ❖ What is the current status of the OFC network in the oil and gas industry?
- ❖ What is the OFC network development and expansion plan of the key players?
- ❖ What are the key issues and challenges?

Railways

- ❖ What is the current status of the OFC network in the railways sector?
- ❖ What is the progress on the Wi-Fi initiative? What role is OFC playing in this project?
- ❖ What is RailTel's OFC expansion plan? What are the key issues and challenges?

COST ECONOMICS

- ❖ What is the economics of OFC network deployment vis-à-vis other technologies?
- ❖ What are the key cost components?
- ❖ What are the price trends of these components?
- ❖ How do these costs compare with alternatives?

OFC MANUFACTURING ECOSYSTEM

- ❖ What is the current status of OFC manufacturing in India?
- ❖ What are the key demand drivers?
- ❖ What are the issues and challenges?

STATE INITIATIVES

- ❖ Which are some of the state-wide fibre projects that are being rolled out?
- ❖ What are the key growth drivers?
- ❖ What applications are riding on such networks?

CABLE TV/DTH OPPORTUNITY

- ❖ What is the current status of the cable TV/DTH segment in terms of OFC deployment?
- ❖ What are the segment's needs and requirements? What is the market opportunity?
- ❖ What are the key issues and challenges (regulatory, technical, financial, etc.)?

Organisers

The conference is being organised by **India Infrastructure Publishing**, the leading provider of information on the infrastructure sectors through magazines, newsletters, reports and conferences. The company publishes **tele.net**, **Indian Infrastructure**, **Power Line**, **Renewable Watch** and **Smart Utilities** magazines. It also publishes **Telecom News** (a weekly newsletter), and the **Telecom Directory and Yearbook**. The group also operates **www.tele.net.in**, India's most comprehensive telecom website..

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Two delegates	40,000	7,200	47,200	787
Three delegates	55,000	9,900	64,900	1,082
Four delegates	70,000	12,600	82,600	1,377

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